

# ***DO YOU KNOW WHERE TO TURN?***

## ***CAUSE***

### **Partner, Principal, Director**

## ***EFFECT!***

Risk Management



Solicitor's Code of  
Conduct



Lexcel 2008



Solicitors Regulation  
Authority Audits



Business Planning



Performance Management &  
Appraisals



Practice Management &  
Projects



Anxiety



Stress



Lack of Time



Long Hours



Frustration



Insecurity

## ***Who Can You Call?***

There are so many demands on the time of a Partner, Principal or Director in a modern day legal practice that it is difficult to know how the balance between fee earning and management of the firm can ever be achieved. There are so many details to see to, and simply not enough time in the day.

If you want support with that balance, there is someone you can call for help on any of the "CAUSES" above, as well as a comprehensive range of other services provided by a team of experienced advisors to the legal sector..... introducing cpm21, Professional Management For Lawyers.

If you need help or support for any of the above, or to discuss other issues that are affecting your practice, contact either;

Wayne Williams, Principal Advisor on 07970994180 or [wayne.williams@cpm21.co.uk](mailto:wayne.williams@cpm21.co.uk)  
Paul Jones, Senior Associate Advisor on 07796363269 or [paul.jones@cpm21.co.uk](mailto:paul.jones@cpm21.co.uk)

## *What Our Clients Say.....*

*A short selection of quotations...*

“As managing partner of a high street solicitors practice I have found the involvement of Wayne Williams of CPM21 invaluable in helping us to focus on the crucial business issues and challenges facing high street firms such as mine in the current climate. I have no hesitation in thoroughly recommending his services.”

**Managing Partner, High Street Practice**

“In a very short time we have achieved a great deal and my firm is well on the way to obtaining accreditation. Indeed, I have been so impressed with Paul that I have now arranged to retain him on a permanent basis to assist with the management of my practice.”

**Principal & Sole Practitioner, Civil Litigation**

“I would describe the services offered by Paul Jones, as efficient, and his explanations of managerial tasks as clear and concise. Paul also delivers everything he promises, and gets things done. He has proved an invaluable resource in the strategy and operations of my firm.”

**Equity Partner, Family & Matrimonial**

“Paul is helpful and supportive, and enlightening when it comes to Practice Management. He’s also what I call ‘expeditious’ – getting necessary things done smoothly and efficiently.”

**Equity Partner, Criminal Justice**

“...he has taken away from us the need for a lot of research about ensuring the practice is compliant with the Solicitors Code of Conduct.”

**Equity Partner, Family & Matrimonial**

“...we are pleased to advise that financially the practice has improved, as has general satisfaction of staff.”

**Equity Partner, Family & Matrimonial**

“In 2007 our practice worked closely with Wayne Williams and Paul Jones of CPM21 on a "lean management" project involving one of our large departments. They exhibited a clear understanding of the objectives of the project from the outset, worked closely with our internal team and central management over several months and produced the sort of clear headed, clever, professional analysis that one expects from experienced external consultants.

We value our working relationship with CPM21 and anticipate involving them again in internal projects at our firm.”

**Senior Partner**

“I am pleased that my firm has become one of the very first to obtain a recommendation for Lexcel Certification against the new version 4 of the scheme.

This would not have been possible without the assistance of Paul Jones who, since his appointment in June 2007 has worked tirelessly with my team to prepare for the 2 day assessment. The auditor identified a maximum of 8 areas of good practice, a first for him! We had no non compliance issues at all. This would not have been possible without Paul’s expertise,

knowledge and dedication to preparing for the audit in a professional manner geared directly to the needs of my specialist practice.

I very strongly recommend Paul to your firm if you are considering moving forward to reach the Lexcel Standard of Accreditation with the Law Society.”

**Principal, Civil Litigation**